

February 18, 2009

RE: Oppose HB 503

Representative Stoker, Members of the House Judiciary Committee,

As the owner of the Deluxe Bar in Butte, I became a licensed retailer for Lottery and Montana Sports Action at the launch of Fantasy Football last fall. Since September 2008, my bar has sold over \$15,000 in Lotto and Montana Sports Action tickets.

Although the sales of Montana Sports Action statewide might seem small, my bar has been very successful with both the Fantasy sports tickets and all the other Lottery products. Not only have we earned over \$700 in commissions, but we have had many winning tickets cashed at our location. Obviously, a good deal of that money went back into other products at my bar. This game has helped my business succeed by boosting sales on other products and gaming. Overall, we have seen a significant increase in traffic which I believe is because we now offer Sports Action and Lottery products. I was able to start up with the games, the equipment, training and marketing support from the Lottery for only a \$75 licensing fee.

I don't feel that this game has been given a good enough chance. It's only been on sale for eight months. I think we need to give a game like this at least two or three years before we even begin to see its potential and/or judge its success. In the meantime, the Montana Lottery is providing a game for the Board of Horse Racing and new product line for small business owners like myself to offer our customers who are always looking for something new.

I really see an exciting opportunity with Montana Sports Action and the Montana Lottery that has already begun to pay off at my business. For that reason I ask that you please oppose HB 503.

Thank you for your time.
Sincerely,

Patrick Baldry
Deluxe Bar
Butte, MT
(406) 782-7686

February 13, 2009

RE: Oppose HB 503

Representative Stoker, Members of the House Judiciary Committee,

I own a casino in Missoula and began selling Montana Sports Action Fantasy Football as soon as it was available this fall. I have also sold Montana Lottery products at our attached gas station/convenience store for several years.

I have found the Fantasy Sports game to be a great addition to the variety of gaming offered at this casino. While the revenue generated off the sales of the football game alone may seem somewhat insignificant, the sales of other products to the folks who came here to purchase those tickets was very significant. For example, I have advertised in our local market that Fantasy Football was available here and brought in many sports fans that currently play fantasy sports on the Internet. We developed a steady business by giving them excellent customer service and a Players Club that really speaks to the players' sports interest. Many of them ordered drinks, played my machines, bought Lottery tickets and even gassed up at my gas pumps while they were here. I have seen an increase in sales on many other things that I feel is a direct result of how I have taken advantage of the opportunities with this Fantasy Sports game.

I was provided all of the equipment and training for nothing beyond the annual licensing fee of \$75. The Lottery staff continues to be supportive of my efforts and seem to take my suggestions for improvements very seriously.

I feel that the Lottery is providing a great service to businesses like mine to raise money for Horseracing, an industry with important tradition in our state. Taking this away when we are just starting to see the benefits and the potential for future games would be detrimental to my business. Please oppose HB 503.

Thank you for your time.
Sincerely,

Tom Schmidt
Mullan Station
3420 Mullan Rd.
Missoula, MT 59808
(406)721-5844